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COURSE BROCHURE

Owner-Managed Company Management Training Course for Business Owners

19 – 23 September 2027
Dubai

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Registered in the United Kingdom and Saudi Arabia

Owner-Managed Company Management Training Course for Business Owners

Ref: 2329_87005 **Date:** 19 – 23 September 2027 **Location:** Dubai **Fees:** 4600 GBP

Owner-Managed Company Management is a 1-week training course for business owners and general managers who run a whole company and want it to work without every decision passing through one desk; each participant builds an Owner-Managed Company Blueprint. Growing family and founder-led companies now face lenders, partners and new hires who expect clear roles, reliable numbers and regular reporting. Jupiter Prime Training shapes this course around owner-managed company management.

Why Owner-Managed Company Management Matters Now

Owner-managed company management is shaped by three groups. Lenders and investors ask for management accounts, cash forecasts and evidence of controls before they extend credit or take a stake. Experienced hires expect delegated authority and will not stay where the owner overrides every choice. A company that manages this shift well grows beyond its founder, keeps talent and borrows on better terms; one that does not stalls at the owner's personal capacity. The course draws on general practice in business model mapping, delegation of authority and board reporting.

Who Gains Most from Owner-Managed Company Management

- Owners who still approve most purchases, hires and prices personally
- General managers appointed by an owner family to run daily operations
- Second-generation successors preparing to take over a family company
- Co-founders dividing responsibilities as headcount grows
- Managing partners of professional firms balancing client work and firm leadership

An owner and the general manager attending together gain most, because they can agree authority limits and reporting before returning.

Owner-Managed Company Management Capabilities

Participants practise loosening the owner's grip while keeping sight of cash and margin.

- Map the business model and its profit drivers on one page — owner priorities
- Design a delegation of authority matrix with spending and hiring limits — managers' freedom to act
- Build a weekly and monthly meeting cadence with set agendas — management attention
- Specify a cash and performance dashboard of a few lead indicators — lender and owner confidence
- Align the organisation chart with accountabilities rather than personalities — hiring decisions
- Communicate results through a short board pack — shareholders and advisers

Key Owner-Managed Company Management Terms

- Business model canvas — A one-page map of customers, offer, channels, costs and revenue streams showing how the company earns.
- Delegation of authority matrix — A table setting which roles may approve which decisions and up to which limits.
- Management accounts — Monthly internal financial statements used to run the company.
- Thirteen-week cash forecast — A rolling weekly projection of receipts and payments.
- Lead indicator — A measure that moves before results do, such as enquiries, order backlog or overdue receivables.
- Board pack — The set of short reports circulated before a board or shareholder meeting.

Owner-Managed Company Management Day by Day

Day 1: The Company as a Whole System

- Business Model Canvas — Clarifying How The Company Actually Makes Money
- Profit Driver Tree — Linking Price, Volume And Cost To Margin
- Owner Dependency Audit — Identifying Decisions That Bottleneck On The Founder
- Growth Stage Diagnosis — Recognising When Informal Running Stops Working
- Stakeholder Expectation Map — Lenders, Family, Staff And Key Customers

Day 2: Structure, Roles and Authority

- Accountability-Based Organisation Chart — Separating Roles From Current Personalities
- Delegation Of Authority Matrix — Setting Approval Limits For Managers
- Role Scorecards — Defining Outcomes For Each Senior Position
- Family And Business Boundaries — Agreeing Where Ownership Ends And Management Begins
- Succession Readiness Check — Naming Cover For Critical Roles

Day 3: Cash, Numbers and Dashboards

- Management Accounts Reading — Spotting Margin Leaks And Overhead Creep
- Thirteen-Week Cash Forecast — Anticipating Gaps Before They Reach Payroll
- Working Capital Levers — Receivables, Stock And Supplier Terms
- Lead Indicator Selection — Choosing Signals That Warn Before Results Fall
- One-Page Company Dashboard — Showing Owners What Needs Attention Weekly

Day 4: Operating Cadence and Board Reporting

- Meeting Cadence Design — Weekly, Monthly And Quarterly Forums With Clear Purposes
- Decision Log — Recording Who Decided What And Why
- Annual Budget And Quarterly Reforecast — Keeping Targets Realistic
- Board Pack Structure — Reporting Performance, Risks And Requests Briefly
- Advisory Board Options — Bringing Outside Challenge Into An Owner-Run Company

Day 5: Practising the Owner-Managed Company Blueprint

- Business Model And Profit Driver Review — Applying Earlier Maps To Own Company
- Authority Matrix Peer Challenge — Testing Limits Against Real Decisions
- Dashboard And Cash Forecast Build — Applying Indicators To Live Figures
- Mock Board Meeting — Presenting A Board Pack To Peers
- Owner-Managed Company Blueprint — Completing The Participant's Ninety-Day Plan

Applying Owner-Managed Company Management After the Course

- Agree a delegation of authority matrix with senior managers and record every decision referred to the owner for one month.
- Launch a one-page dashboard and thirteen-week cash forecast at the next monthly meeting, then refine the indicators after two cycles.

Owner-Managed Company Management Questions FAQ

What is owner-managed company management and why does it matter now?

Owner-managed company management is the practice of running a founder or family company through clear roles, numbers and routines rather than the owner's personal oversight. It matters now because lenders, hires and successors expect that structure before they commit, whether the company is a contractor or a clinic.

Which roles gain most from owner-managed company management training?

Business owners and the general managers they appoint gain most. Successors in family companies, co-founders and managing partners of professional firms also benefit, since each must share authority without losing control of cash and risk.

How does owner-managed company management differ from a mini MBA course?

Owner-managed company management focuses on one question: how a company runs without depending on its owner. A mini MBA surveys strategy, marketing and finance theory broadly, while this subject stays with authority limits, cash forecasts, dashboards, meeting cadence and board packs.

What do you bring back from owner-managed company management training?

You bring back a ninety-day plan for your own company. It holds your business model map, authority matrix, dashboard design, meeting cadence and board pack outline, ready to discuss with your partners or family shareholders.

Owner-Managed Company Management: The Way Forward

The Owner-Managed Company Blueprint first informs which approvals the owner hands to managers and at what limits. Owners, general managers and finance leads use it at monthly meetings to check progress. After its first quarter, the delegation limits deserve a fresh look, since referred decisions show where trust or capability still needs building.